

Italian innovative SME specialized in the field of production and management of space projects is building a constellation of picosatellites to provide IoT connectivity worldwide.

## Summary

Profile type

**Business Offer**

Company's country

**Italy**

POD reference

**BOIT20230420007**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

• **World**

Contact Person

**Johannes BÖHMER**

Term of validity

**28 Apr 2023**

**27 Apr 2025**

Last update

**30 Apr 2024**

## General Information

### Short summary

An innovative SME based in Northern-Italy and initially founded with the aim to foster R&D for space related projects. Now the company is becoming a Telco by building the first private Italian picosatellite constellation based on a proprietary picosat platform offering IoT connectivity to solution providers, system integrators, direct clients. The company is looking for international partnerships to scale up in foreign markets.

### Full description

The Italian SME – located in the Lombardy region and operating in the field of production and management of space projects since 2015 – is now developing the first private Italian picosatellite constellation, based on a proprietary picosat platform, which aims at providing IoT connectivity throughout the globe. With the successful launch of two proprietary satellites and the active involvement in scientific projects for both ESA and NASA, the company has a strong heritage in space projects.

Because of its solid knowledge in recognizing the most crucial obstacles encountered by firms intending to enter the space industry, the company developed a tried-and-true consulting and management method to assist its clients with their space and non-space initiatives.

Furthermore, the company expanded its activities fine-tuning space hardware solutions, which led it to design and manufacture its own picosatellites.

At the core of its technology is a miniaturized satellite (picosatellite) which allows to deploy a truly complete constellation. It is a constellation formed initially by nine satellites, 100 satellites are planned by 2027. Data are recovered from generating nodes and later on delivered to ground stations, to be immediately routed toward end users. This service can be employed in a variety of sectors, since IoT is a pervasive technology: agriculture, maritime, research, oil & gas, water infrastructures, farming, logistics and more. The SME seeks potential partners interested in improving the overall performances of their IoT connectivity and simplifying their operational management.

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#### Advantages and innovations

A lack of connectivity is still impacting final customer needs: IoT devices are often permanently or intermittently out of connection. Main problems to be faced are: remote locations with no connection, cross-border operations, private and secure data transmission.

The service that the company offers addresses these needs and solve these problems thanks to a satellite constellation which provides IoT connectivity to everyone, everywhere on Earth.

For instance, industrial plants are usually located in connected areas, but connectivity or power outages may occur. Modems able to communicate with the satellite can be integrated into existing local network providing an independent backup connectivity. This would allow the continuity of info provision over plants and platforms and enforces ubiquitous control over complex machineries.

This satellite technology for connectivity can be used alone or in conjunction with other technologies typically working with SIM cards in the most beaten areas: integration allows you to cover areas where other connectivity signal is not available or as strong.

In addition, thanks to this technology to communicate with satellites you can utilize low-cost modems running on solar power or battery power alone (low-power technology enables long-lasting battery applications) rather than studying ad hoc products with higher costs. As a result, lowering hardware costs makes it more accessible to most markets and competitive with other connectivity solutions.

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#### Technical specification or expertise sought

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#### Stage of development

**Available for demonstration**

#### IPR Status

**No IPR applied**

#### IPR Notes

#### Sustainable Development goals

• **Goal 9: Industry, Innovation and Infrastructure**

## Partner Sought

### Expected role of the partner

The SME is looking for international partners to test the technology and to help the international scaling-up process. Potential partners can be system integrators or IoT solutions providers of any sectors (agriculture, maritime, research, oil & gas, water infrastructures, livestock, logistics and more) as well as end users interested in improving the overall performances of their devices. The cooperation is envisaged under a commercial agreement. Further details of other types of envisaged cooperation shall be discussed directly with potential partners.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

- **Other**
- **SME <=10**
- **University**
- **R&D Institution**
- **SME 11-49**
- **SME 50 - 249**
- **Big company**

## Dissemination

### Technology keywords

- **01003025 - Internet of Things**
- **01006008 - Satellite Technology/Positioning/Communication in GPS**
- **01003014 - Internet Technologies/Communication (Wireless, Bluetooth)**
- **02011004 - Satellite Navigation Systems**
- **02011005 - Space Exploration and Technology**

### Market keywords

- **01005005 - Other satellite/microwave**
- **01005002 - Satellite ground (and others) equipment**
- **01004002 - Data communication components**
- **01004005 - Modems and multiplexers**
- **01005001 - Satellite services/carriers/operators**

Targeted countries

- **World**

Sector groups involved

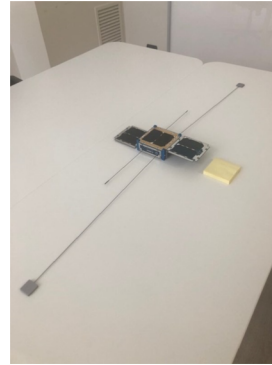
- **Digital**
- **Maritime Industries and Services**
- **Electronics**
- **Mobility - Transport - Automotive**
- **Agri-Food**
- **Aerospace and Defence**

## Media

Images



[Picture 1.jpg](#)



[Picture 3.jpg](#)



[Picture 2.jpg](#)